## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2018	YTD 2019	+ / -	Feb 2018	Feb 2019	Key Metrics
						isting Activity Charts Metrics
+_	31	31	-28.6%	21	15	New Listing Count
+40.4%	\$13,346,800	\$18,738,699	-34.8%	\$8,476,000	\$5,525,899	New Listing Volume
	NA	NA	-6.1%	49	46	Active Listing Count
	NA	NA	+20.8%	\$25,181,479	\$30,429,479	Active Listing Volume
+28.6%	\$507,020	\$652,032	+28.7%	\$513,908	\$661,510	Average Listing Price
-1.3%	\$359,316	\$354,500	-1.1%	\$369,000	\$365,000	Median Listing Price
-18.2%	156.64	128.14	+3.8%	117	121.5	Median Days in RPR
+135.2%	5.6	13.1	+56.5%	9.8	15.3	Months of Inventory
-10.3%	17.89%	7.61%	-3.7%	10.2%	6.52%	Absorption Rate
			1			Sales Activity Charts Metrics
-12%	25	22	-13.3%	15	13	New Pending Sales Count
-9.1%	\$7,957,700	\$7,233,680	-33%	\$5,696,000	\$3,813,900	New Pending Sales Volume
	NA	NA	+-	23	23	Pending Sales Count
	NA	NA	+41.1%	\$7,634,700	\$10,768,800	Pending Sales Volume
+	7	7	+100%	2	4	Closed Sales Count
+7.4%	\$1,899,400	\$2,039,770	+95.7%	\$559,900	\$1,095,520	Closed Sales Volume
+7.4%	\$271,343	\$291,396	-2.2%	\$279,950	\$273,880	Average Sales Price
-38.4%	\$313,914	\$193,429	-19.3%	\$279,950	\$226,000	Median Sales Price



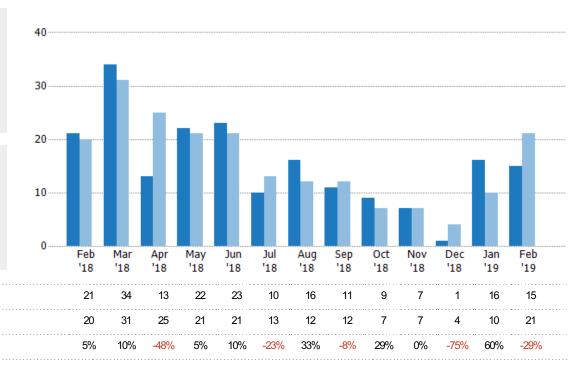


#### **New Listings**

The number of new residential listings that were added each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Feb '19	15	-28.6%
Feb '18	21	5%
Feb '17	20	35%



### **New Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

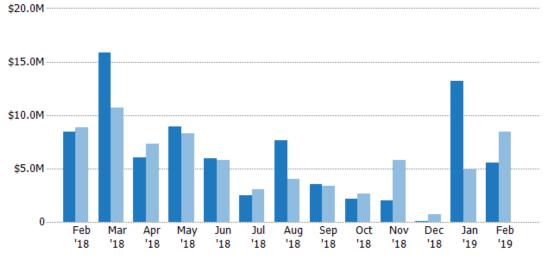
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

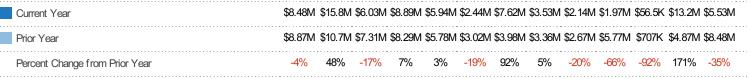
 Month/Year
 Volume
 % Chg.

 Feb '19
 \$5.53M
 -34.8%

 Feb '18
 \$8.48M
 -4.5%

 Feb '17
 \$8.87M
 -9.5%





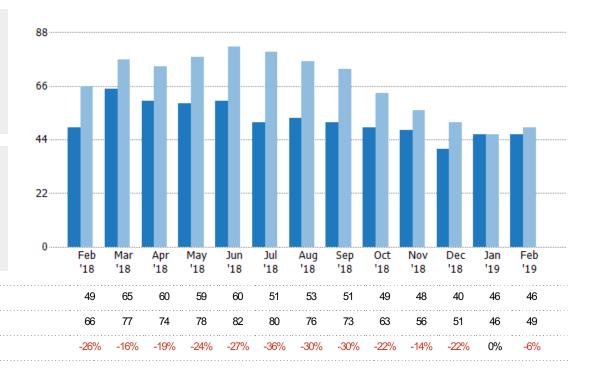


#### **Active Listings**

The number of active residential listings at the end of each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Feb '19	46	-6.1%
Feb '18	49	-25.8%
Feb '17	66	28.8%



### **Active Listing Volume**

Percent Change from Prior Year

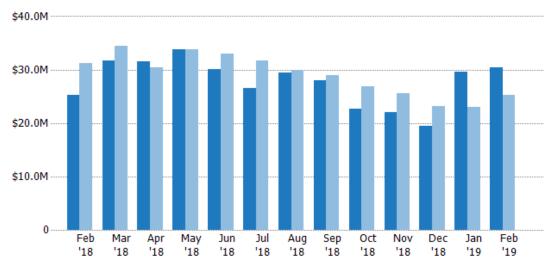
Current Year

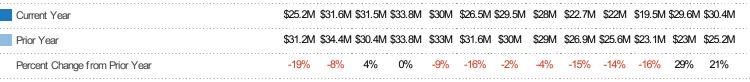
Prior Year

The sum of the listing price of active residential listings at the end of each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$30.4M	20.8%
Feb '18	\$25.2M	-19.4%
Feb '17	\$31.2M	5.7%





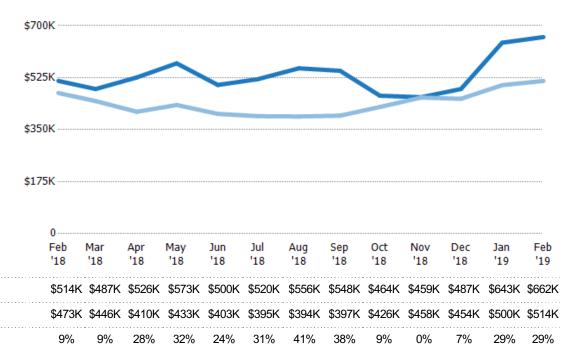


#### **Average Listing Price**

The average listing price of active residential listings at the end of each month.

Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence





### Median Listing Price

Percent Change from Prior Year

Current Year

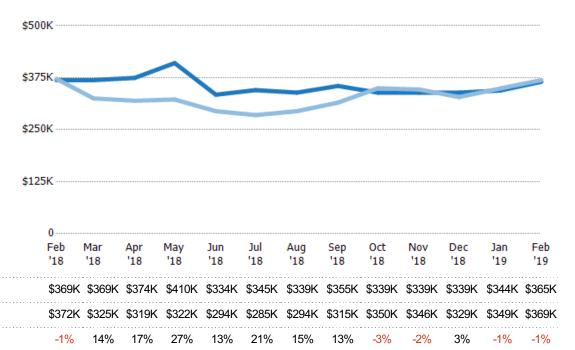
Prior Year

The median listing price of active residential listings at the end of each month.

Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$365K	-1.1%
Feb '18	\$369K	-0.8%
Eob !17	\$270K	27 70/

Percent Change from Prior Year





Current Year

Prior Year



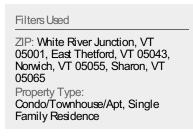
Avg Est Value

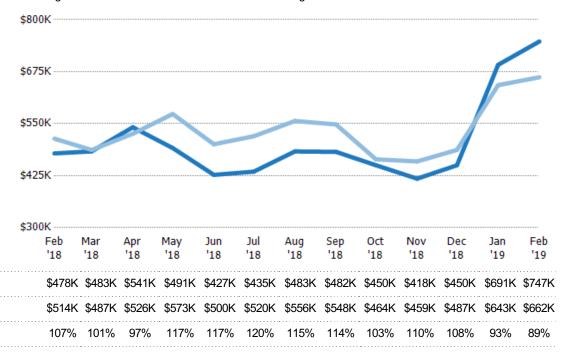
Avg Listing Price

### Market Data Report

#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.





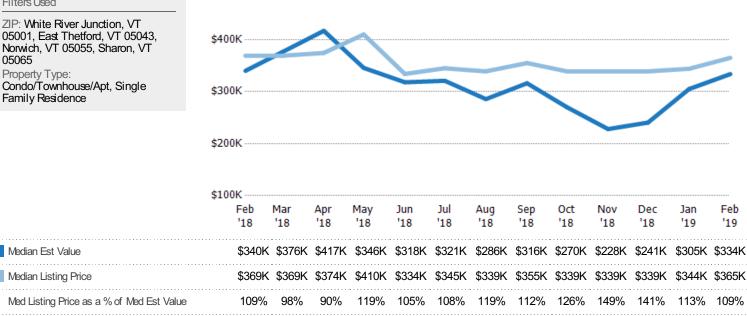
#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

\$500K

Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:

Avg Listing Price as a % of Avg Est Value







#### Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.







### Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

40

Filters Used
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065
Property Type: Condo/Townhouse/Apt, Single Family Residence

05065 Property Ty	vnhouse/Apt, S		30	$\bigwedge$											
Month/ Year	Months	% Chg.	10												
Feb '19	15.3	56.5%	100												
Feb '18	9.8	33.6%													
Feb '17	7.33	189.8%	0 Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Ye	ar		9.8	32.5	7.5	3.11	6.67	1.96	4.82	2.13	4.9	3.43	5.71	9.2	15.3
Prior Year			7.33	9.63	9.25	5.2	3.42	3.2	5.43	3.48	9	5.09	8.5	7.67	9.8
Percent Ch	nange from Prio	r Year	34%	238%	-19%	-40%	95%	-39%	-11%	-39%	-46%	-33%	-33%	20%	56%



4/30/2019

6 of 14

#### **Absorption Rate**

The percentage of inventory sold per month.

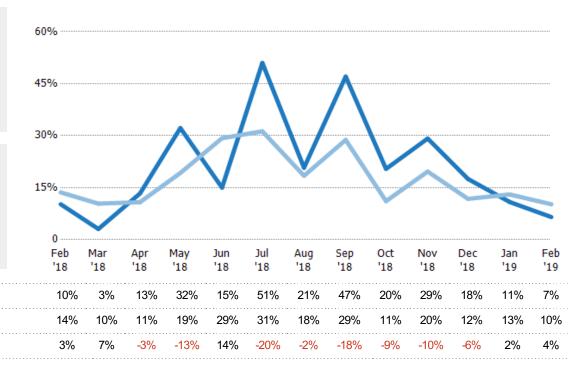
#### Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Month/ Year	Rate	Chg.
Feb '19	7%	3.7%
Feb '18	10%	3.4%
Feb '17	14%	-65.5%



### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

Current Year

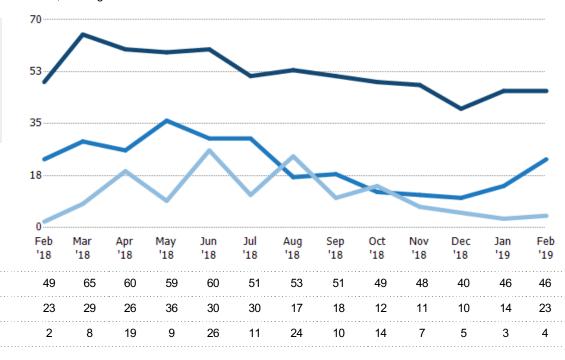
Change from Prior Year

Prior Year

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type:

Condo/Townhouse/Apt, Single Family Residence



Active

Pending

Sold



#### **New Pending Sales**

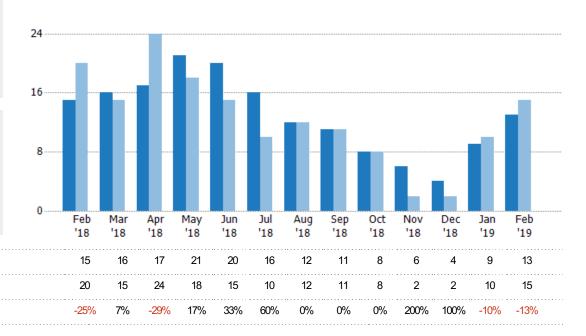
The number of residential properties with accepted offers that were added each month.



Count	% Chg.
13	-13.3%
15	-25%
20	-10%
	13 15

Current Year

Prior Year



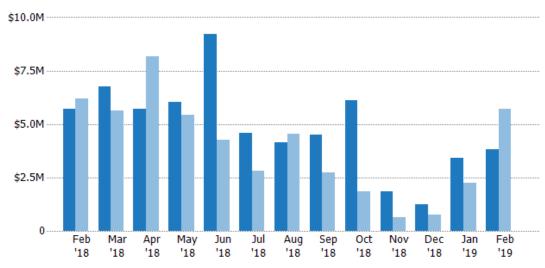
### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$3.81M	-33%
Feb '18	\$5.7M	-8%
Feb '17	\$6.19M	-29.8%







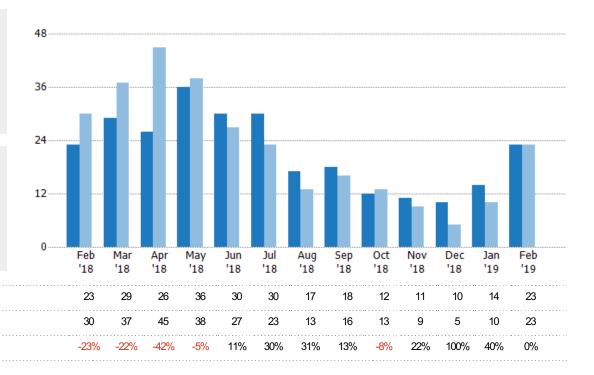


#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Feb '19	23	0%
Feb '18	23	-23.3%
Feb '17	30	-6.7%



### Pending Sales Volume

Percent Change from Prior Year

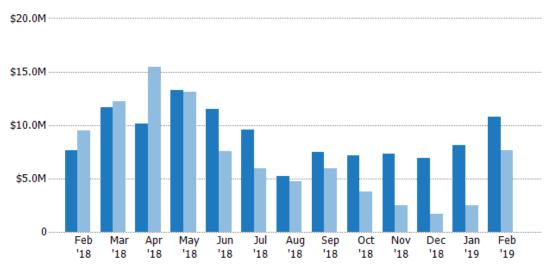
Current Year

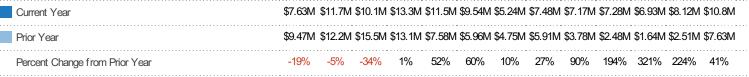
Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$10.8M	41.1%
Feb '18	\$7.63M	-19.3%
Feb '17	\$9.47M	-24.5%







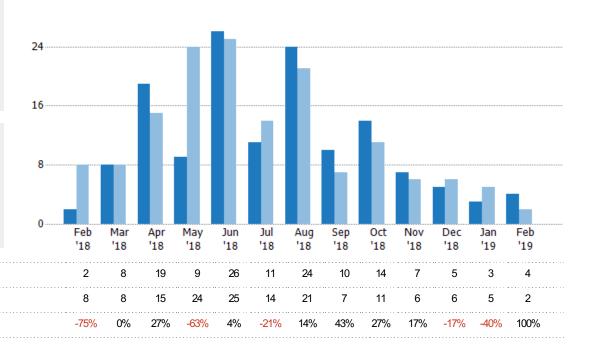


#### **Closed Sales**

The total number of residential properties sold each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
Feb '19	4	100%
Feb '18	2	-75%
Feb '17	8	-25%



#### **Closed Sales Volume**

Percent Change from Prior Year

The sum of the sales price of residential properties sold each month.

Filters Used

Current Year

Prior Year

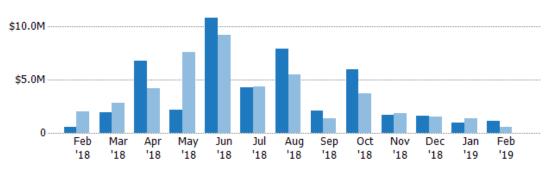
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/	\	0/ 0
Year	Volume	% Chg.
Feb '19	\$1.1M	95.7%
Feb '18	\$560K	-72.2%
Feb '17	\$2.02M	-36.7%





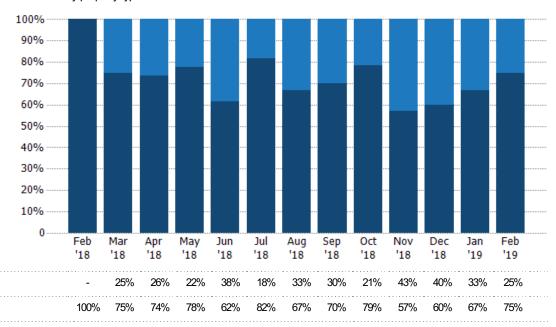
Current Year	\$560K	\$1.91M	\$6.76M	\$2.12M	\$10.8M	\$4.24M	\$7.86M	\$2.11M	\$5.91M	\$1.67M	\$1.56M	\$944K	\$1.1M
Prior Year	\$2.02M	\$2.79M	\$4.18M	\$7.53M	\$9.18M	\$4.37M	\$5.45M	\$1.36M	\$3.68M	\$1.87M	\$1.53M	\$1.34M	\$560K
Percent Change from Prior Year	-72%	-31%	62%	-72%	17%	-3%	44%	56%	61%	-11%	2%	-30%	96%



#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

The average sales price of the residential properties sold each month.

0 ····· Feb

11%

Mar

-31%

Apr

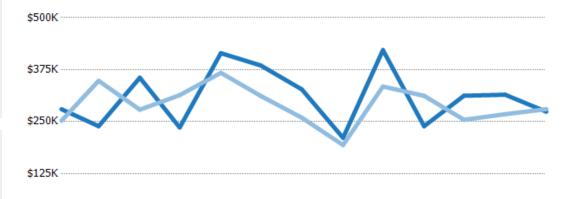
28%

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Price	% Chg.
\$274K	-2.2%
\$280K	11.1%
\$252K	-15.5%
	\$274K \$280K

Percent Change from Prior Year



Jul

23%

26%

9%

	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'19	'19
Current Year	\$280K	\$239K	\$356K	\$236K	\$415K	\$385K	\$327K	\$211K	\$422K	\$239K	\$312K	\$315K	\$274K
Prior Year	\$252K	\$348K	\$279K	\$314K	\$367K	\$312K	\$259K	\$194K	\$335K	\$312K	\$254K	\$268K	\$280K

-25%

Jun

13%

May



Oct

26%

-23%

Dec

23%

Jan

17%

Feb

#### **Median Sales Price**

The median sales price of the residential properties sold each month.

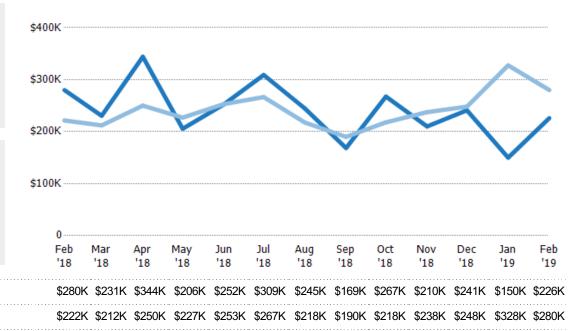
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065
Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$226K	-19.3%
Feb '18	\$280K	26.4%
Feb '17	\$222K	2.1%

Percent Change from Prior Year

Current Year
Prior Year



16%

12%

23%

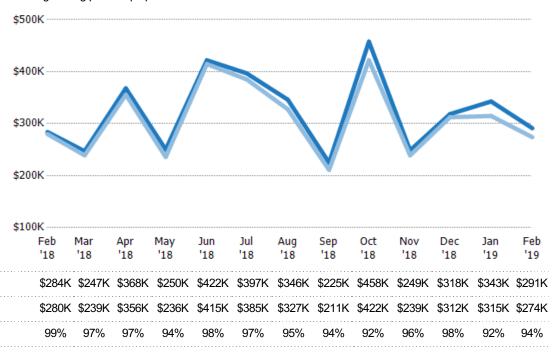
### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price





Avg List Price

Avg Sales Price



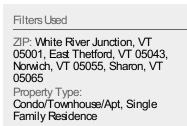
Median List Price

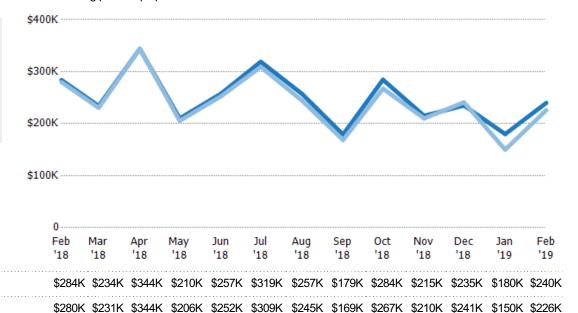
Median Sales Price

### Market Data Report

#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





98%

97%

95%

94%

94%

98%

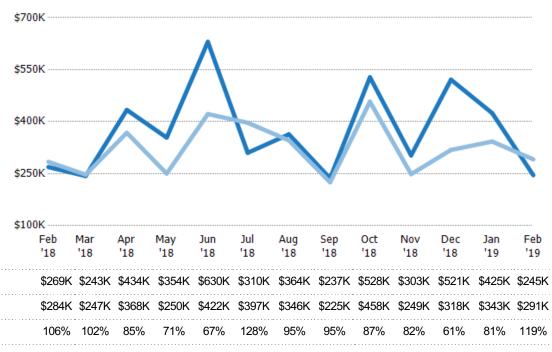
103%

Med Sales Price as a % of Med List Price	99%	100%	

#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

106%

96%

90%

84%

40%

104%

107%

87%

73%

81%

45%

#### Filters Used

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence

